

Message Text

UNCLASSIFIED

PAGE 01 NEW DE 00768 170809Z

10

ACTION COME-00

INFO OCT-01 NEA-10 ISO-00 EB-11 CIAE-00 INR-10 NSAE-00

RSC-01 DRC-01 /034 W

----- 128265

R 161105Z JAN 74

FM AMEMBASSY NEW DELHI

TO SECSTATE WASHDC 9061

INFO AMCONSUL BOMBAY

AMCONSUL CALCUTTA

UNCLAS NEW DELHI 0768

FOR COMMERCE

E.O. 11652: N/A

TAGS: BEXP IN

SUBJECT: INDIAN COMPANY SEEKS COLLABORATION WITH US MANUFACTURERS

1. DUNCAN BROTHERS AND CO. LTD., 31 NETAJI SUBHAS ROAD INFORMED
US THAT THEY ARE SEEKING COLLABORATION WITH AMERICAN MANUFACTURERS
OF THE FOLLOWING FOUR PRODUCTS:

- (A) SOLID STATE DIODES
- (B) TESTING INSTRUMENTS (ELECTRONIC)
- (C) TELEVISION TUBES
- (D) GRAPHITE ELECTRODES

2. THE COMPANY IS WILLING TO DISCUSS ANY OR ALL THREE OF THE
FOLLOWING TYPES OF COLLABORATION: JOINT VENTURE; LICENSING; SALE
OF KNOW-HOW.

OF THE THREE, JOINT VENTURE, WITH A SUBSTANTIAL MINORITY EQUITY
BY THE U.S. FIRM, WOULD BE PREFERABLE TO DUNCAN BROTHERS.

3. DUNCAN BROTHERS REQUESTED INTRODUCTION TO THE FOLLOWING SIX
AMERICAN MANUFACTURERS WHICH IT SELECTED:

- A) RADIO CORPORATION OF AMERICA, NEW YORK NY
- B) HEWLETT PACKARD, PALO ALTO, CALIFORNIA

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 NEW DE 00768 170809Z

C) TEXAS INSTRUMENTS, DALLAS, TEXAS

- D) FAIRCHILD CAMERA AND INSTRUMENTS COM, MOUNTAIN VIEW, CALIF.
- E) GENERAL INSTRUMENTS COMPANY, NEW YORK NY
- F) PHILCO-FORD CORPORATION, INTERNATIONAL DIVISION, NEW YORK NY

4. SINCE DUNCAN BROTHERS IS A HIGHLY REGARDED CALCUTTA FIRM (SEE WTDR DATED DECEMBER 1970) WITH VERY STRONG GOVERNMENT CONTACTS THE EMBASSY REQUESTS THE DEPARTMENT TO CONTACT THE SIX AMERICAN COMPANIES LISTED ABOVE AND ACQUAINT THEM WITH DUNCAN BROTHERS INTEREST. BOTH DUNCAN BROTHERS AND WE PREFER THAT THIS INQUIRY RECEIVES NO PUBLICITY. WE WOULD, HOWEVER, WELCOME ANY FURTHER SUPPORT THE DEPARTMENT MAY WISH TO EXTEND BY BRINGING THE ABOVE PROPOSAL TO THE ATTENTION OF SPECIFIC US MANUFACTURERS KNOWN TO THE DEPARTMENT.

5. INTERESTED U.S. COMPANIES ARE REQUESTED TO COMMUNICATE DIRECTLY WITH K.P. GOENKA, CHAIRMAN, OR R.P. GOENKA, VICE CHAIRMAN OF DUNCAN BROTHERS AND COMPANY LIMITED, 31 NETAJI SUBHAS ROAD, CALCUTTA-1, INDIA.

6. IT WOULD BE GREATLY APPRECIATED IF THE DEPARTMENT COULD INFORM US WHEN THE US COMPANIES ABOVE HAVE BEEN CONTACTED.

7. IT WOULD ALSO BE APPRECIATED IF CONSULATE GENERAL CALCUTTA COULD UPDATE THE WTD REPORT ON DUNCAN BROTHERS.MOYNIHAN

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 16 JAN 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974NEWDE00768
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: n/a
From: NEW DELHI
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740138/aaaabjny.tel
Line Count: 85
Locator: TEXT ON-LINE
Office: ACTION COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: golinofr
Review Comment: n/a
Review Content Flags:
Review Date: 15 MAR 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <15 MAR 2002 by cunninfx>; APPROVED <22 APR 2002 by golinofr>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: INDIAN COMPANY SEEKS COLLABORATION WITH US MANUFACTURERS
TAGS: BEXP, IN
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005